

## Message Text

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PAGE 01 MOSCOW 19714 171850Z  
ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 /020 W  
----- 047770 /66  
R 171503Z DEC 76  
FM AMEMBASSY MOSCOW  
TO SECSTATE WASHDC 2207  
INFO USDOC WASHDC

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USDOC FOR BEWT/OEWPP/ELLIOTT

EO 11652: NA  
TAGS: ETRD UR  
SUBJECT: REQUESTED INFORMATION RE BEWT REPORT ON US-USSR EXCHANGES

REF: STATE 266435

1. UNDER CONTRACTS SIGNED WITH U.S. FIRMS, SOVIET TECHNICIANS OFTEN SPEND SEVERAL MONTHS AT AMERICAN PLANTS TO INSPECT EQUIPMENT AND RECEIVE TRAINING IN ITS USE. AFTER DELIVERIES ARE MADE, AMERICAN TECHNICIANS SPEND WEEKS TO YEARS AT SOVIET ENTERPRISES TO ASSIST WITH INSTALLATIONS AND DEBUGGING.

2. TECHNICAL COOPERATION AGREEMENTS BETWEEN U.S. FIRMS AND SOVIET MINISTRIES OFTEN PROVIDE FOR COOPERATIVE DEVELOPMENT WORK ON SPECIFIC PROJECTS. TO OUR KNOWLEDGE, ACTUAL WORK HAS ALWAYS BEEN PERFORMED INDEPENDENTLY ALTHOUGH PARTIES MEET PERIODICALLY TO COMPARE RESULTS. IT SEEMS POSSIBLE, HOWEVER, THAT SOVIET AND AMERICAN SPECIALISTS MAY EVENTUALLY WORK TOGETHER UNDER THESE PROGRAMS.

3. EMBASSY UNAWARE OF ANY OTHER FORMS OF PERSONNEL EXCHANGE BETWEEN U.S. COMPANIES AND SOVIET ENTERPRISES. EVEN IF PROGRESS IS MADE IN THIS AREA, IDEOLOGICAL CONSIDERATIONS WOULD BE MAJOR  
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OBSTACLE TO MANAGEMENT-RELATED EXCHANGES. THIS WOULD BE PARTICULARLY TRUE, IT SEEMS TO US, OF ANY SCHEME WHEREBY AN AMERICAN FIRM MIGHT PROPOSE TO INSTALL A MANAGEMENT EXPERT IN BROADER ASPECTS OF PLANT MANAGEMENT.  
IF THIS DOES DEVELOP, IT IS LIKELY TO OCCUR IN GUISE OF "EXPERTS" ON ASSURANCE OF QUALITY CONTROL BUT WHO WOULD IN

FACT HAVE SOME MANAGEMENT-LIKE FUNCTIONS. SUCH A FUNCTION  
IS UNDER DISCUSSIO IN THE BENDIX SPARK PLUGS NEGOTIATIONS.  
THERE IS ALSO A POSSIBILITY THAT SOME FORM OF MANAGEMENT  
EXCHANGES MIGHT BE POSSIBLE THROUGH AUSPICES OF GVISHIAN'S  
INSTITUTE OF SYSTEMS STUDIES (MOSCOW 19109).

4. WE WILL BE ALERT TO ANY INSTANCES WHERE EXCHANGES MAY BE  
CONSIDERED IN FUTURE AND REPORT SIGNIFICANT RESULTS.  
MATLOCK

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** REPORTS, ECONOMIC DEVELOPMENT, INFORMATION CONTROL, BUSINESS FIRMS, TECHNOLOGICAL EXCHANGES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 17 DEC 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CunninFX  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976MOSCOW19714  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
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**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** 76 STATE 266435  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CunninFX  
**Review Comment:** n/a  
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**Review Date:** 05 MAY 2004  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** REQUESTED INFORMATION RE BEWT REPORT ON US-USSR EXCHANGES  
**TAGS:** ETRD, UR, US  
**To:** STATE  
**Type:** TE  
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